

## Message Text

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17

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 XMB-04 /024 W

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R 250856Z APR 75

FM AMEMBASSY BERN

TO USDOC WASHDC

AMCONSUL ISTANBUL

INFO SECSTATE WASHDC 608

AMEMBASSY ANKARA

UNCLAS BERN 1733

USDOC FOR OED/MAJOR EXPORT PROJECTS DIV. AND  
FOREIGN BUYERS STAFF, EXIMBANK WASHDC

E.O. 11652: N/A

TAGS: BTIO, SZ, TU

SUBJECT: MAJOR EXPORT PROJECT: EQUIPEMENT RIVKINE SA, GENEVA

REF: BERN 0431; BERN 1734

1. JACQUES RIVKINE, PRESIDENT, EQUIPEMENTS RIVKINE SA, 8B RUE BAYLON, 1227 CAROUGE GENEVA, SWITZERLAND, TEL. 022/43 52 60, TELEX: 27 741, HAS REQUESTED EMBASSY AND USDOC ASSISTANCE IN ALERTING U.S. MANUFACTURERS TO PLANT CONSTRUCTION PROJECT IN TURKEY FOR PRODUCTION AND/OR ASSEMBLY OF 65HP FARM TRACTORS. RIVKINE IS ASSOCIATED ON THIS PROJECT WITH MR. AYHAN SAHENC, ISTANBUL, TURKISH FINANCIER AND BUSINESSMAN, WHO IS GENERAL MANAGER OF DOGUS CORPORATION AND TRADING CO. LTD. DOGUS REPORTEDLY IS A HOLDING COMPANY WITH WHICH SEVERAL COMPANIES HEADED BY SAHENC ARE RELATED. ANOTHER TURKISH AFFILIATE IS GIVEN AS THE YAPI VE KREDI BANK. RIVKINE GIVES THE EXIMBANK WASHDC, CATERPILLAR, AND TERREX AS REFERENCES FOR DOGUS AND SAHENC.

2. RIVKINE IS PLANNING TRIP TO TURKEY SOON TO DISCUSS PROJECT IN FURTHER DETAIL. HE HAS BEEN PROVIDED DIRECTORY ADDRESS MATERIAL BY EMBASSY AND IS WORKING WITH TRADE CONTACTS ESTABLISHED DURING HIS RECENT TRIP TO U.S. AND VISIT TO  
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CONEXPO CONSTRUCTION MACHINERY FAIR 2/75 (SEE BERN 0431).

IN FIRST EXPLORATORY PHASE, RIVKINE REQUIRES NAMES AND ADDRESSES OF U.S. COMPANIES BASICALLY INTERESTED IN SUBJECT TRACTOR PRODUCTION AND/OR ASSEMBLY PROJECT IN TURKEY.

3. FOR OED/FOREIGN BUYERS STAFF: RIVKINE IS ENTHUSIASTIC ABOUT CONTACTS MADE AT CONEXPO. IN ADDITION TO PROJECT ABOVE, HE CLAIMS HE WILL SOON PLACE ORDERS WITH U.S. POWER GENERATOR MANUFACTURERS VALUED DOLS. 1.5 MILLION.

4. ACTION REQUESTED: A) BY ISTANBUL: PLEASE ADVISE USDOC/OED RE STANDING OF SAHENK AND DOGUS. B) BY USDOC/OED: IF ISTANBUL AND EXIMBANK CONFIRM STANDING OF SAHENK AND DOGUS, ALERT US FIRMS POTENTIALLY INTERESTED IN SUBJECT PROJECT.

5. WTDR ON EQUIPEMENTS RIVKINE 12/74 (BERN 4154).

6. PLEASE ADVISE BERN DEGREE OF INTEREST EXPRESSED BY U.S. FIRMS.  
DOMINICK

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**TAGS:** BTIO, SZ, TU  
**To:** COM ISTANBUL  
**Type:** TE  
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